

DEC 28 1928

10¢ per Copy

\$3.00 per Year

DUN'S REVIEW

A Weekly Survey of Business Conditions
in the United States and Canada

December 22, 1928

CONTENTS

SURVEY OF AUTOMOBILE TRADE.....	8
THE WEEK.....	3
GENERAL BUSINESS CONDITIONS.....	4
RECORD OF WEEK'S FAILURES.....	7
MONEY AND BANKING.....	10
REPORTS ON COLLECTIONS.....	11
THE METAL MARKETS.....	11
HIDES AND LEATHER.....	12
THE DRY GOODS MARKETS.....	12
THE SECURITIES MARKETS.....	13
MARKETS FOR COTTON.....	14
THE CEREAL MARKETS.....	14

Published by
R. G. DUN & CO.
290 Broadway, New York

WHOLESALE QUOTATIONS OF COMMODITIES

Corrected each week to Friday

ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year			
Apples: Common.....	bbl	2.00	3.00	Gambier.....	lb	7%	8	Linseed, city raw.....	lb	10	10.6
Fancy.....	"	9.60	10.00	Indigo, Madras.....	"	1.25	1.13	Neatsfoot, pure.....	"	15%	16%
BEANS: Marrow, choice.....	100 lb	10.25	10.00	Pruinate potash, yellow.....	"	18%	18%	Palm, Lagos.....	"	9	8
Pea, choice.....	"	10.00	6.35	Indigo Paste, 20%.....	"	15%	14%	Petroleum, cr., at well.....	bbl	3.35	2.80
Red kidney, choice.....	"	8.50	7.75	FERTILIZERS:				Kerosene, wagon delivery.....	gal	15	15
White kidney, choice.....	"	8.25	8.25	Bones, ground, steamed 1/4%, am., 60% bone phosphate, Chicago.....	ton	30.00	28.00	Gas' e auto in gar., st. bbls.....	"	18	17
BUILDING MATERIALS:				Sulphate ammonia, domestic, f.o.b. works.....	100 "	2.17%	2.40	Min. lub. dark filtered E.....	"	29	25
Dirk, N. Y., delivered.....	1000	16.00		Sulphate potash bs. 90%.....	ton	47.50	47.50	Dark filtered D.....	"	33%	31
Portland Cement, N. Y., Trk., bags, delivered.....	"	2.25	2.35	Muriate potash 80%.....	"	36.40	36.40	Wax, ref., 125 m. p.....	lb	6	3.65
Chicago, carloads.....	"	2.05	2.05	Nitrate soda.....	100 lbs	2.27%	2.40	Rosin, first run.....	gal	61	57
Philadelphia, carloads.....	"	2.21	2.21	Sulphite ammonia, domestic, f.o.b. works.....	100 "	2.45		Soya-Bean, tank, coast prompt.....	lb	9%	9%
Lath, Eastern spruce.....	100	6.75	6.00	Sulphite potash bs. 90%.....	ton	47.50	47.50	Bols, N. Y.....	"	12%	..
Lime, hyd., masons, N. Y., ton	14.00	13.00	FLOUR: Spring Pat., 196 lbs				PAINTS: Litharge, Am.....	lb	9	9	
Shingles, Cyp. Fr. No. 1, 1000	13.00	13.00	Winter, Soft Straight.....	"	5.90	6.85	Ochre, French.....	"	3%	..	
Red Cedar, Clear.....	1000	4.35	3.50	Fancy Minn. Family.....	"	7.55	8.20	Paris, White, Am.....	100	1.25	1.25
BURLAP, 10 1/2 oz. 40-in.....	yd	9.45	11.25	GRAN: Wheat, No. 2 R.....	bu	1.57%	1.50%	Paris, Lead, American.....	"	10	10
8-oz. 40-in.....	"	6.85	7.00	Corn, No. 2 yellow.....	"	1.02%	1.04%	Vermilion, Enriched.....	"	1.95	1.90
GOAL: f.o.b. Mines.....	ton			Oats, No. 3 white.....	"	5.5%	6.3%	White Lead in Oil.....	"	13%	13%
Barren.....				Rye, c.i.f. export.....	"	1.15		" dry.....	"	8%	8%
Navy Standard.....	"	\$2.35-\$2.60		Barley, malting.....	"	79	1.07%	Whiting, Commercial.....	100	85	100
High Volatile Steam.....	"	1.50-1.70		Hay, No. 1.....	100 lbs	1.30	1.15	Zinc, American.....	"	63%	64%
Anthracite, Company.....	"	9.10-...		HEMP: Midway, ship.....	lb	16%	16%	" F. P. R. S.....	"	9%	9%
Egg.....	"	8.75-...		HIDES: Chicago.....				PAPER: News roll.....	100 lbs	3.25	3.25
Nut.....	"	8.75-...		Packer, No. 1 native.....	lb	22 1/2	25	Book, S. S. & Co.....	lb	6	6.35
Pea.....	"	4.50-...		No. 1 Texas.....	"	20 1/2	24 1/2	Writing, sub-sized.....	"	10	10
COFFEE, No. 7 Rio.....	lb	17%	14 1/4	Colorado.....	"	19 1/2	24	No. 1 Kraft.....	"	6.25	6.25
Santos No. 4.....	"	23 1/4	21 1/2	Cows, heavy native.....	"	21	23	Boards, straw.....	ton	52.50	50.00
COTTON GOODS:				Branded Cows.....	"	18 1/2	22	Boards, wood pulp.....	"	80.00	80.00
Brown sheetings, standard.....	yd	13	13 1/2	No. 1 buff hides.....	"	15 1/2	21	Sulphite, Dom. bl.....	100 lbs	3.40	3.75
White sheetings, 10-4.....	"	60	55	No. 1 extremes.....	"	17 1/2	23	Old Paper No. 1 Mix.....	"	50	50
Bleached sheetings, stand.....	"	17 1/4	12 1/2	No. 1 Kip.....	"	18 1/2	21	PEAS: Yellow split.....	100 lbs	6.50	6.75
Medium.....				No. 1 calfskins.....	"	19 1/2	21 1/2	PLATINUM.....	oz	72.00	66.00
Brown sheetings, 4 yd.....	"	9 1/2	10 1/4	Chicago City calfskins.....	"	26 1/2	27 1/2	PROVISIONS, Chicago:			
Brown drills, standard.....	"	12 1/2	13 1/4	HOPS: Pacific, Pr. '28.....	"	25		Beef steers, best fat.....	100 lbs	16.65	16.00
Staple Ginghams.....	"	11 1/2	10 1/2	JUTE: first marks.....	"	7 1/2	7 1/4	Hogs, 200-250 lb. wts.....	"	8.55	8.40
Print cloths, 38 1/2-in. 64x60.....	"	7 1/2	8-8 1/2	LEATHER:				Lard, N. Y., Mid. W.....	"	11.60	12.25
Hose, beiting, duck.....	"	37 1/2	35-36	Untanned.....	"	100	100	Lard, mass.....	bbl	32.50	32.00
DAIRY:				Scoured oak-backs, No. 1.....	"	60	62	Lambkin, best fat.....	100 lbs	14.00	13.50
Butter, creamery, extra.....	lb	49 1/2	52	Belting Butts, No. 1, light.....	"	74	75	Sheep, fat ewes.....	"	6.5	6.25
Cheese, N. Y., Fresh spec.....	"	26 1/2	29	SALT: 200 lb. sack.....	"	10.75	11.00	Short ribs, sides, l'se.....	"	13	14 1/2
Eggs, nearby fancy.....	doz	52	56	BAcon, N. Y., 18-20 lbs.....	"	—	—	Hams, N. Y., 18-20 lbs.....	"	18 1/2	18 1/2
Fresh gathered, ex. firsts.....	"	39	45	White Pine, No. 1.....	per M ft.			Tallow, N. Y., sp. loose.....	"	9 1/2	8%
DRIED FRUITS:				Barn, 1x4".....	"	70.00	71.00	RICE: Dom. Long Grain, Fcy.....	"	6 1/2	7 1/2
Apples, evaporated, fancy.....	lb	13 1/2	16 1/2	FAS Quartered Wh. Oak.....	"	151.00	154.00	Blue Rose, choice.....	"	4 1/2	4 1/2
Apricots, choice 1928.....	"	14 1/2	21	FAS Plain Wh. Oak, 4 1/4".....	"	116.00	115.00	Foreign, Japan, Fcy.....	"	4 1/2	4 1/2
Currrants, cleaned, 50-lb. box.....	"	12 1/2	13	FAS Plain Red Gum, 4 1/4".....	"	100.00	105.00	RUBBER: Up-River, fine.....	"	19 1/2	32 1/2
Lemon Peel.....	"	16	16	FAS Poplar, 4 1/4, 7 to 17".....	"	115.00	122.00	Plan. 1st Latex crude.....	"	18 1/2	41
Orange Peel.....	"	17	17	FAS Ash, 4 1/4".....	"	97.00	95.00	SALT FISH:			
Peaches, Cal. standard.....	"	9 1/2	8 1/2	Beech, No. 1 Common, 4 1/4".....	"	50.00	48.00	Mackerel, Norway fat No. 3, bbl.....	"	22.00	26.00
Prunes, Cal. 40-50, 25-lb. box.....	"	8 1/2	6 1/2	FAS Birch, Red, 4 1/4".....	"	125.00	123.00	Irish, fat No. 3.....	"	8.50	10.00
DRUGS AND CHEMICALS:				FAS Cypress, 4 1/4".....	"	88.00	95.00	Cod, Grand Banks.....	100 lbs	5.25	5.75
Acetanilid, U.S.P., bbls.....	lb	36	30	FAS Chestnut, 4 1/4".....	"	94.00	101.00	SPICES: Mace, Banda No. 1.....	"	97	94
Acid, Acetic, 28 deg., 100%.....	"	3.87	3.37 1/2	FAS H. Maple, 4 1/4".....	"	160.00	165.00	Cloves, Zanzibar.....	"	36 1/2	37 1/2
Carbolic, cans.....	"	4	4	Canada Spruce, 2x4".....	"	80.00	90.00	Nutmegs, 105a-110a.....	"	32	32
Citric, domestic.....	lb	46	45 1/2	N.C. Pine, 4 1/4" Edge, under 12" No. 2 and	"	38.00	36.00	Ginger, Cochinchina.....	"	16 1/2	14
Muriatic, 18%.....	"	1.00	1.00	Better.....	"	50.00	54.25	Pepper, Lampong, black.....	"	36	36 1/2
Nitric, 42%.....	"	6.50	6.50	Yellow Pine, 3x12".....	"	65.00	63.00	Mombasa, red.....	"	50	51
Oxalic, spot.....	"	55	55	FAS Basswood, 4 1/4".....	"	85.00	86.50	SUGAR: Cent. 96%.....	100 lbs	40	40
Steric, double, pressed.....	"	55	55	Douglas Fir, Water	"			Fin. gran., in bibs.....	"	3.93	4.05
Sulphuric, 60%.....	"	38 1/2	36	Ship, c. f. &. f., N. Y.	"			Fin. Fine, standard.....	"	5.25	5.70
Tartaric crystals, 90%.....	ton	38.50	38.50	2x1" 1/2 feet.....	"	33.25	Fin. Burley—color—Common.....	"	20	19
Fluor Sp. acid, 90%.....	ton	2.82%	3.88	Cal. Redwood, 1/4".....	"	78.00	78.00	Fin. Burley—color—Common.....	"	32	32
Alcohol, 190 proof U.S.P., gal.....	"	58	58	North Carolina Pine, 13/16x6".....	"	34.00	31.75	TOBACCO, Louisville '27 crop:			
" wood, 95%.....	"	48	48	METALS:				Burley Red—Com., sit.....	lb	14	8
" dematured, form 5.....	"	48	48	Pig Iron: No. 2X, Ph.....	ton	21.26	19.78	Common.....	"	12	10
Alum, lump.....	lb	3.35	3.35	Big, valley furnace.....	"	17.50	17.00	Medium.....	"	14	12
Ammonia, anhydrous.....	"	13 1/2	13 1/2	Beesmer, Pittsburgh.....	"	20.01	19.26	Fine.....	"	29	32
Arsenic, white.....	"	4	4	Gray Forge, Pittsburgh.....	"	18.76	18.51	Burley—color—Common.....	"	32	32
Balsam, Copiba, S. A.....	"	33 1/4	50	Billets, Bessemer, Pittsb.....	"	30.00	33.00	Common and Braided.....	"	34	35
Fir, Canada.....	gal	12.00	12.00	Forging, Pittsburgh.....	"	38.00	38.00	VEGETABLES: Cabbage, crt.....	"	1.25	..
Peru.....	lb	1.0	1.0	Open-hearth, Philadelphia.....	"	38.30	38.30	Onions, Mid. Wn., Yel., bag.....	"	3.75	..
Beeswax, African, crude.....	"	36	36	Wire rods, Pittsburgh.....	"	42.00	41.00	Potatoes, L. I., 180-lb. sk.....	"	2.75	..
" white, pure.....	"	50	53	O. R. rails, by, at mill.....	"	43.00	43.00	Turnips—rutabagas.....	bag	1.60	1.65
Bicarbonate soda, Am., 100%.....	"	2.25	2.30	Iron bars, Chicago.....	"	2.12	2.07	WOOL, Boston:			
Bleaching p w d r, over 34%.....	"	2.00	2.00	Steel bars, Pittsburgh.....	"	2.00	1.85	Average 98 quot.....	lb	75.27	68.74
Borax, crystal in bbl.....	"	2 1/2	3 1/2	Wire Nails, Pittsburgh.....	"	2.85	2.80	Ohio & Pa. Fleeces:			
Bromate, crude dom.....	ton	18.00	22.00	Bare Wire, galvanized.....	"	2.65	2.50	Delaine, Unwashed.....	"	45	47
Camphor, American.....	lb	2.05	2.05	Pine, C. Connellsburg, oven.....	ton	3.30	3.65	Half-Blood Combing.....	"	51	47
Camphor, E. Am., case.....	lb	60	70	Furnace, prompt ship.....	"	2.75	2.85	Half-Blood Clothing.....	"	44	40
Castile Soap, white.....	"	15.00	15.00	Foundry, prompt ship.....	"	3.75	3.75	Common and Braided.....	"	45	40
Castor Oil, No. 1.....	lb	13 1/2	13 1/2	Aluminum, pig (ton lots).....	lb	24	24%	Mich. & N. Y. Fleeces:			
Castor Oil, No. 1.....	"	2.90	3.40	Antimony, ordinary.....	"	9 1/2	11	Delaine, Unwashed.....	"	41	45
Chloroform, U.S.P.....	"	30	30	Copper, Electrolytic.....	"	16	17 1/2	Half-Blood Combing.....	"	44	45
Cocaine, Hydrochloride, ox.....	"	8.50	8.50	Zinc, N. Y.....	"	6.70	5.1 1/2	Half-Blood Clothing.....	"	40	37
Coco Butter, bulk.....	lb	33	37	12 N. L.....	"	6 1/2	6 1/2	Wls., Mo. and N. E.:			
Codliver Oil, Norway.....	"	40.50	38.00	Tin, N. Y.....	"	49 1/2	58 1/2	Half-Blood.....	"	45	43
Cream tartar, domestic.....	"	27%	26%	Sheet, black, No. 24.....	"	5.25	5.25	Quarter-Blood.....	"	53	46
Epsom Salts.....	"	2.25	2.00	Pittsburgh.....	"	3.30	3.25	Ordinary Mediums.....	"	49	43
Formaldehyde.....	"	8 1/2	8 1/2	Grove, Connellsburg.....	"	3.60	3.65	Eighteighth Blood Unwashed.....	"	58	49
Glycerine, C. P., in bulk.....	"	16 1/2	20	Coke, Connellsburg, oven.....	"	2.75	2.85	Quarter-Blood Combing.....	"	57	57
Gum Arabic, picked.....	"	20	20	Furnace, prompt ship.....	"	3.75	3.75	TEXAS, Scoured Basis:			
Gummi, Sumatra.....	"	39	65	Aluminum, pig (ton lots).....	"	24	24%	Fin. Staple Choice.....	"	1.12	1.10
Gumbo, 1,350.....	"	1.20	1.35	Antimony, ordinary.....	"	9 1/2	11	Fin. Blood Combing.....	"	1.10	1.00
Tragacanth, Aleppo, 1st.....	"	1.35	1.45	Copper, Electrolytic.....	"	16	17 1/2	Fin. Clothing.....	"	1.00	99
Licorice Extract.....	"	18	15	Zinc, N. Y.....	"	6.70	5.1 1/2	Pulled: Delaine.....	"	1.12	1.10
Powdered.....	"	33	33	12 N. L.....	"	6 1/2	6 1/2	Fin. Combing.....	"	1.00	92
Root.....	"	12%	12%	Tin, kiln, burned.....	"	13.00	13.50	Coarse Combing.....	"	80	65
Menthol, cases.....	"	5.20	4.10	Tin, kiln, unburned.....	"	59	56	California AA.....	"	1.05	95
Morphine, Sulf., bulk.....	"	7.95	8.35	Crude, tks, at Mill.....	"	8.25	8.50	WOOLEN GOODS:			
Nitrate Silver, crystals.....	"	40%	40%	Extra Fancy.....	"	67	67	Standard cheviot, 14-oz.....	yd	\$1.86	\$1.87
Nux Vomica, powdered.....	"	8	8	NAVAL STORES: Pitch.....	bbi	7.00	8.00	Serge, 11-oz.....	"	2.16	2.06
Opium, Jobbing lots.....	"	12.00	12.00	Rosin, B.....	"	9.40	9.25	Serge, 16-oz.....	"	3.00	2.90
Quinine, 100-oz. tins.....	"	40	40	TANAL STORES: Pitch.....	"	13.00	13.50	Fancy cassimere, 13-oz.....	"	3.00	3.10
Rochelle Salts.....	"	23	23	Rosin, B.....	"	13.50	13.50	All-worsted serge.....	"	60	57 1/2
Salt ammoniac, imp., 100%.....	"	10%	11	Sulphur, 100-lb. box.....	"	12%	12%	Bl. all-worsted Pan.....	"	57 1/2	55
Salt ammoniac, imp., 100%.....	"	7 1/2	7 1/2	Tin, L. I., 100-lb. box.....</							

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PUBLISHED BY

R. G. DUN & CO., The Mercantile Agency :: 290 BROADWAY, NEW YORK

Volume 36

Saturday, December 22, 1928

Number 1839

Subscription \$3.00 per Year European Subscription (Including Postage) \$4.00 per Year

Entered as second-class matter October 30, 1893, at the Post Office at New York, N. Y., under the Act of March 3, 1879.

DUN'S STATISTICAL RECORD			
Latest Week:	1928	1927	
Bank Clearings.....	\$13,377,716,000	\$11,508,367,000	
Crude Oil Output (barrels)	2,546,800	2,456,950	
Freight Car Loadings.....	984,352	877,676	
Failures (number).....	491	498	
Commodity Price Advances	20	29	
Commodity Price Declines.	27	24	
Latest Month:			
Merchandise Exports....	\$546,000,000	\$460,237,757	
Merchandise Imports....	327,000,000	343,514,040	
Building Permits.....	165,687,200	261,505,600	
Pig Iron Output (tons) ..	3,302,523	2,648,376	
Unfilled Steel Tonnage ..	3,673,000	3,454,444	
Cotton Consumption (bales)	618,788	613,520	
Cotton Exports (bales)	1,240,702	1,126,509	
Dun's Price Index.....	\$193.543	\$193.342	
Failures (number).....	1,838	1,864	
†Daily average. †Domestic consumption.			

THE WEEK

WITH trade coming more closely under the influence of holiday conditions, the present quieting-down process in different directions is an entirely normal phase. Inventorying and other year-end adjustments, moreover, largely engage attention now, and there is a natural disposition in various quarters temporarily to defer further important commitments. Exceptions to that seasonal aspect appear and are significant of the unusually strong situation existing in some lines, but the chief trend is toward a gradual contraction. When the factors making for the current lull have run their course, business may be expected to develop renewed vigor, for the basic elements remain sound. Complaint has been heard recently of the retarding effects on ordinary retail distribution of comparatively mild weather in numerous localities, yet the great magnitude of the Christmas turnover affords a convincing proof of the extensive scope of the public buying power. With many goods attractively priced and with other incentives for purchasing, the aggregate sales volume in stores has been notably heavy, and in some places will go beyond precedent. The position of wholesale quotations has not been altered in any appreciable degree, and the gratifying stability in this connection continues to give support and stimulus to commercial operations. Only in isolated instances have disturbing fluctuations in commodity prices occurred, while the lateunsettlement on the stock market, with a severe downward reaction, has been followed by a calmer and firmer tone. Much interest is being manifested in the probable action of call money rates when the force of annual demands shall be fully felt, but there has been some modification of the predictions of exceptionally high charges around the close of the year. The largest net loss in gold that this country has experienced in a long time is among the influences that have an obvious bearing on the domestic monetary situation, and on only two other occasions since the end of the war have the exports of the yellow metal exceeded the imports.

At the end of last week, some interesting data on this country's foreign commerce were released from Washington. The figures for November were of a preliminary character, but the final returns are not likely to vary appreciably from the advance estimates. In brief, the official report showed merchandise exports last month valued at \$546,000,000, which is an unusually high total. It fell moderately below October's aggregate, yet was substantially in excess of the November movement in all years since 1920. On the import side, last month's results revealed a contrasting trend; at \$327,000,000, the inflow of foreign goods had a valuation smaller than in any previous November since 1924. For eleven months of the present calendar year, exports have exceeded imports by approximately \$900,000,000, which is the largest surplus reported back to 1921.

The course of the local money market was watched with interest this week, and it will be followed with even closer attention next week. Recently, forecasts of very high rates for call loans have been made in financial circles, but these predictions were somewhat modified this week. Up to the close on Thursday, no higher charge than 8 per cent. had been named for day-to-day accommodation, but quotations may be expected to advance when the year-end demands begin to be felt. Conditions surrounding the market for time funds show no change from the tightness heretofore prevailing. Offerings were meager, and bids of 8½ per cent., or more, for short dates indicated stringency. A year ago, money for the fixed periods was down around 4½ per cent.

It is a significant fact, as the year draws nearer to a close, that steel output is holding at an unusually high level. Contrasts in different lines not unnaturally appear, yet the average rate of production in the Pittsburgh area keeps around 80 per cent., and it approximates 85 per cent. in the Chicago territory. The latter figure represents an actual gain for the week, which is a quite unusual happening for late December. Prices do not rise, generally, and in isolated instances have yielded a little, but it is interesting to note that the scrap market has a strong undertone. Quotations on pig iron, where they have changed at all, have turned lower, and the composite price for this material, compiled by *The Iron Age*, shows the first drop since last July. It is not exceptional for commodity prices to give way in some degree toward the close of a year, yet there is no conspicuous weakness now.

As usual at this season, contrasts appear in the textile business. There is, on the one hand, normal quietness in primary channels, but marked activity has prevailed in retail circles. The latter phase, of course, reflects the stimulus of holiday buying, and a feature in this connection is the wider demand for useful gifts. One result of the heavy turnover in stores has been a spreading of confidence among merchants as to the continued strength of the purchasing power among consumers. Meantime, output of textiles re-

mains relatively high in comparison with that of a few months ago, but there is a prudent disinclination to produce beyond orders actually in sight. Where competition for business has been especially sharp, some yielding of prices has occurred, yet there is no general decline.

No striking activity has developed in hide markets since the late flurry subsided, yet a broad business at this time is hardly to be expected. Tanners are engaged in inventorying, and they lack an incentive now to make important pur-

chases of raw material. The statistical position in the latter quarter, however, is stronger, by reason of the recent buying movement that pretty well cleared surplus holdings. Current offerings of packer stock are at steady prices, but some yielding has appeared in country hides. Turning to the footwear end, it is observed that New England advices indicate a better volume of sales of men's shoes to wholesalers and retailers. A fairly good demand, moreover, is reported for women's lines, and orders for these are expected to show a decided increase after the end of the year.

GENERAL BUSINESS CONDITIONS

Eastern States

BOSTON.—The holiday trade is progressing favorably, and it is expected that the showing will compare well with that of previous years. Manufacturing conditions continue satisfactory, and an increase is reported in the demand for skilled textile workers. Shortages continue in some of the metal-working industries. Carpet wools are improving in demand, and a good holiday trade is reported in rugs. Worsted yarn stocks are comparatively small, and the current demand is fairly active. Cotton prices are tending upward, and the demand from the New England mills is increasing, particularly for extra staple cotton. The tire fabric mills are completing a very successful season. Business in all lines of the finished product has been light during the week.

Shoe manufacturers are experiencing a seasonal quietness. Hides and skins are steady in price, with a moderate demand. Tanners are well stocked and the manufacturers are not coming into the market for much leather at present. Cut soles are active, and it is expected that a demand will develop shortly for upper leather. Prices are firm. Holiday sales of women's shoes are good, but the men's lines are quiet.

Pig iron sales are of moderate volume. Building lumber sales are moderate, and prices are firm. Heavy building materials are moving rather slowly. Hardwoods are selling well, with current business somewhat ahead of last year's figures. Newsprint sales are larger than at this time last year, but production also is considerably more, and the market is weak. Paints are slow. Current demand for chemicals is light, but orders on contract continue to be received in good volume. Sales of dyestuffs and tanning materials also are light.

PROVIDENCE.—Conditions have been reasonably good in this district. Volume of Christmas buying is reported fully as good as it was last year, with general expectations of considerable last-minute shopping. Weather conditions have been decidedly unfavorable to dealers in Winter merchandise.

Manufacturing jewelers in general have had a good volume of trade for Christmas, although previous volume had been only fair. Manufacturers of machinery continue to operate regularly, with increased volume, and a considerable amount of orders on hand. Present volume of building is fair, but it is believed that the total volume of permits issued for the year will show a decrease over that of 1927. Woolen and worsted mills are doing a satisfactory business, and there has been no material change in the situation in cotton and rayon lines.

NEWARK.—Retail trade in nearly all lines is seasonably active, with Christmas and holiday goods in demand, present indications pointing to a volume greater than that of former years. Men's heavier-weight clothing is moving in larger quantity also. Women's wear, including cloaks and suits, have been in good demand. Sales in millinery, hosiery and notions are heavy in volume. The demand for new automobiles is seasonally quiet, but accessories and kindred lines continue active. Electrical supplies, including radio sets and parts, continue in demand, with prices fairly well maintained.

Cross currents are still in evidence among manufacturers. In electrical equipment, manufacturers of telephone, tele-

graph and radio parts are quite well occupied, with some large plants operating overtime to meet demand. There has been some slight improvement with manufacturing jewelers, but volume still is below that of former seasons. Metal specialties, together with advertising novelty manufacturers continue busy, with good orders in hand.

Weather conditions, as is usual at this season, retard building operations and heavy construction work to some extent, but in volume these lines compare favorably with that of former seasons, giving employment to larger numbers in the building trade at good rates of pay. Lower temperatures have improved the demand for coal, coke and fuel oil. Supplies, however, appear to be ample for present needs, with no appreciable rise in prices. The volume of business generally is well maintained, being slightly in excess of the record of a year ago.

PHILADELPHIA.—The week before Christmas is showing the usual holiday activity in retail lines, and there is a fair average of business in the wholesale trade. Automobile sales, however, have decreased recently, which is not unusual for this season of the year. Prices are lower and a great many old models are being marketed at cut prices. The outlook for 1929 is encouraging, as a large increase in demand is anticipated. Prices are expected to remain as they are now or to increase slightly. The movement of furniture is decidedly slow, being below the average at this time last year. In the women's novelty shoe line, demand also is quiet.

In the wool market, conditions are improving somewhat, as consumption is on the increase and prices are firming. Stocks in dealers' hands are light and primary markets are advancing. In the lumber trade, competition is unusually keen, and prices are exceedingly low. The situation has been rather abnormal from the fact that almost all items have advanced in the South and West, but an improvement is expected after the turn of the year. Drug importers and manufacturers advise that business is below the 1927 average, although orders seem to be running large.

In the iron and steel scrap line, there was somewhat of an upward movement in the latter part of September and the first part of October, but prior to election there was a slowing down, and aggressive buying has not started again. The demand is good for domestic sizes of anthracite, but poor for the steam sizes, as compared to what it was four weeks ago. Prices, compared to those ruling a month ago show that domestic sizes remain unchanged and that steam sizes have declined. The general level of anthracite prices is lower than it was at this time in 1927. The mines are working to capacity, although some coal is being stocked.

PITTSBURGH.—With holiday buying in full swing, there is a large volume of business being transacted by department stores and specialty shops. Wholesale trade, as a whole, is slowing up, and demand for dry goods, wearing apparel, and shoes is quiet. Retail jewelry and novelty trade is quite active, and jobbers have transacted a fairly large volume of business. Some improvement has been noted in the hardware trade, and lighting equipment also has been moving quite well. The grocery trade is quiet, while confectionery and tobacco, are benefiting from the holiday demand.

Industrial operations, while at a higher rate than they were a year ago, are slowing down, to some extent. Steel plants are not quite so active as they have been, that being

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the usual condition at this period of the year. Demand for sanitary equipment has been very good, and radiator and heating equipment plants have been quite active. Manufacturers of electrical equipment are operating as a very fair rate, and there is much activity in radio equipment. Plate glass demand has fallen off somewhat, but is good for this season of the year, while window glass distribution is very fair.

The bituminous coal market still is depressed, conditions showing no improvement. Industrial demand is light. Prices are too low for profitable operations, while production exceeds 10,000,000 tons weekly. Western Pennsylvania grades of run-of-mine coal are quoted, per net ton at mines, as follows: Steam coal, \$1.40 to \$1.80; coking coal, \$1.50 to \$1.75; gas coal, \$1.75 to \$1.90; steam slack, 60c. to 80c.; gas slack, 90c. to \$1.10; and domestic sizes, \$2.50 to \$2.75.

BUFFALO.—The upward trend in retail buying customary at this season of the year is in full swing and holiday buying bids fair to outdistance sales of one year ago. The stores are crowded with holiday shoppers, who are showing a disposition to buy freely. There is a demand for the better grade of goods. Stocks of salable merchandise are being well reduced and with several days of selling ahead, shelves should be fairly well cleaned of holiday goods and regular merchandise.

Wholesalers are devoting most of their time to inventory-taking, although frequent orders for quick shipments are coming in. Clothing manufacturers report a satisfactory road-order business and the retailer in this line is having a better demand than normal. Footwear is moving well, and rubber goods have been unusually active the past week. The general business situation is regarded as favorable.

Southern States

ST. LOUIS.—Primary markets are strong, and activity centers in seasonable holiday goods. Orders received during the current week show an increase over those of the previous week. There has been no speculative buying, but the volume of business with local dry goods houses has been satisfactory.

Individually, some new records have been made; that of steel, construction, automobiles, machine tools, and a few other important industries having been especially favorable, the general production of steel and automobiles still remaining above the level. Retail trade has been active, but during the week has been centered almost wholly on holiday shopping, which, it is said, bids fair to surpass that of any previous year.

Men's and women's wearing apparel manufacturers have had to curtail production, on account of the mild Winter weather, as there has been a small amount of reordering. There has been a better demand for work clothes than for other classes. Throughout the line of electrical goods, the demand has been good, and sales of radios and radio supplies have surpassed all previous records. Household appliances have been in good demand. There has been a better call for furniture.

The approach of the holiday season and uninteresting market conditions are reducing flour sales to a minimum, but millers are not complaining, as this is not unusual. With shipping directions coming in on old contracts, mills are able to keep up an average production.

BALTIMORE.—General business conditions locally continue satisfactory, and holiday buying has almost reached its zenith. The employment situation is satisfactory for the season, and wages still are high so that the purchasing power of the public has not diminished. Some industries still are undergoing readjustment, in order to keep abreast of changing conditions and to combat more successfully modern competitive methods.

Steel activity increased somewhat during the week, and slight price advances were recorded in several departments. Rolling mills still are running on a 100 per cent. basis, and they are closing one of the most successful years in their history. Fertilizer manufacturers have had a satisfactory year. Meat-packing plants are now running at 90 per cent. of capacity, which is better than the operating schedule a year ago. Manufacturers of portable electric tools are closing a profitable year, and the heavy demand

for industrial chemicals and solvents continues, with an encouraging 1929 outlook. The hardware business is fair, but wholesale distributors of paper and stationery supplies are transacting a good business. There is now better buying of dry goods and notions, underwear, knit-goods and hosiery being in especially good demand. Distributors of sporting goods report holiday business to be satisfactory.

Leaf tobacco receipts for the week total 208 hogsheads, against sales of 112 hogsheads, with no improvement in the demand for ground leaves; prices are unchanged. Jobbers of tobacco products are doing a good business, cigar and cigarette sales being unusually heavy. Butter receipts increased, but consumer demand has declined, notwithstanding which fact quotations are holding steady. Eggs evidence a downward trend, because receipts are heavy and more than the market can absorb. There is an abundant supply of live poultry, and the market is somewhat easier. Fresh vegetables are in good demand, and prices have not fluctuated much. Oysters are selling well, but the prices continue high.

LOUISVILLE.—Conditions generally continue satisfactory. Manufacturers of tinfoil, cartons and allied products report sales up to the average, and machinery houses are having a good volume of trade. Store and office fixture manufacturers report conditions as difficult, and volume of business in the bakers' supply lines is running under that of last year. The flour-milling industry experienced a slow demand all year, particularly throughout the Southeastern territory. With the price level of wheat established last Fall, demand has become normal and promises to continue.

Kentucky coal producers are said to have operated in 1927 without profit, and many of them at a loss. The output for 1928 is estimated at 10 per cent. under that of 1927, with sales' realization lower. The running time of mines in western Kentucky will average about eleven days a month and in eastern Kentucky about fifteen days a month. These figures refer to mines operating, those partly or entirely suspended not being considered.

MEMPHIS.—Favorable weather has been an aid to holiday shopping and has added to volume, with some lines reporting very satisfactory results thus far, but others only moderately so. Medium and lower-priced merchandise has been more sought than articles of greater cost, with the utility feature kept prominent. Buyers in some lines were a bit slow in starting, but have been more active within the past week or so, though the aggregate will suffer in comparison with the record of a year ago. This applies particularly to jewelry and kindred lines. Unusually mild and open weather has delayed buying of clothing and other apparel and likewise has restricted buying of feedstuffs.

Cotton has continued to be sold steadily, without much change in price, and banks report that collections are better than expected. Conditions are regarded as healthier than in several seasons, as the crop outturn has been better than anticipated, but there is some cotton still to be picked. Banks show larger deposits, and there is plenty of money for all legitimate uses, but speculation is being frowned on. Labor generally is well engaged, and there is a large volume of commercial construction in prospect.

ATLANTA.—Little change was noted in general business conditions during the week. Continued activity prevails with the retail trade, and the sale of holiday goods is said to be of satisfactory volume. The jobbing trade is experiencing the usual seasonal let-up, though looking forward to an active Spring business.

COLUMBUS, GA.—Cooler weather and the advent of the holidays have served to stimulate buying, with a consequent betterment in collections. The jobbers are fairly busy, and in some instances sales for November are fully equal to those of a year ago. While the buying power in the rural districts appears greater than estimated, there are several counties where unusually poor crop conditions prevailed, and in these sections trade is unusually quiet.

Lumber people, with the exception of the roofer trade, report a fair demand, with little price fluctuation. Textile conditions appear brighter than for some time past, and most mills are operating on full schedules. Building operations are not especially active, and there are no large projects under way or contemplated.

Western States

CHICAGO.—Department store trade, which had been curtailed by the adverse weather of a week ago, swung back into its record-breaking holiday volume this week, with the advent of better shopping conditions. Some of the luxury lines like jewelry, however, did not share the full momentum of the pick-up. General wholesale conditions were seasonally slow, although a fair volume of fill-in orders was reported.

The improved position of the packing industry was shown by the annual report of one of the "big four" companies. The livestock markets were strong, due to sharply reduced receipts. Eggs were firm on the local mercantile exchange, with December deliveries sharply higher, due to a technical market situation. Butter was fractionally higher.

Demand for building materials was very quiet, with little improvement expected until after the holidays. Southern Illinois screenings advanced 10c. to 15c. a ton in an otherwise unchanged wholesale coal market. Domestic sizes of coal at wholesale continued very slow. Retailers experienced a brisk demand from office buildings and hotels for steam coal. Householders and apartment owners are buying in small lots for immediate needs. Credit accounts are being watched carefully.

CINCINNATI.—Despite irregularities, general business activities reflect many promising features as the year draws to a close. Retail buying occupies the center of interest, while jobbing and industrial lines are experiencing the year-end quietness. Manufacturing plants and mercantile houses are getting inventories under way, naturally restricting operations, to some extent. Holiday buying reached its high point during the pre-Christmas week, and attained a volume of good proportions. Public purchasing power, relatively, is displaying strength, and the leading stores report a well-diversified distribution.

Current production of ladies' shoes has receded slightly, following a satisfactory Fall trade. Orders for Spring delivery are being deferred, pending the convention of retail shoe dealers in Chicago January 7 to 10 next. No extreme changes in styles have taken place, but the present demand is for colored kids in brown, blue and sunburst beige.

CLEVELAND.—General business conditions in this district for the Winter season have not been quite up to the level usually attained in recent years. Unseasonable weather has acted as a set-back to retail trade, and considerable disappointment has been voiced among the smaller merchants. Manufacturers of clothing have been put to readjustment in the movement of merchandise, on account of the mild weather, but the past week witnessed a material betterment. Gains were made this season in the volume of business in women's and misses' dresses, sports wear and house garments. Wholesalers in these lines report a slightly improved condition for the entire season.

The shoe-manufacturing trade is going through the dull season, but the retail branch is in fairly good shape, and wholesalers report about normal business. Dealers in electrical supplies, machinery, machine tools, motor accessories, glass, paint and stoves report conditions about normal. The jewelry and watch business registers satisfactory increases for the holiday trade. Building operations are sliding down to the quiet Winter level.

TOLEDO.—With two powerful influences, wet weather and the "flu," working adversely against holiday trade, buying has been, nevertheless, early and heavy. The large trade centers are experiencing what promises to be the largest holiday business on record. More than the usual amount of luxuries are being bought. In the country, while there has been an improvement, it has not been so marked as in the cities.

In factories, employment is far ahead of that for the corresponding period of last year, and is steadily on the increase. The automobile industry is keeping up well. Some automatic machine and tool plants are operating nights and the metal industry, as a whole, is in a very satisfactory condition. Radio distribution continues large, although it has become competitive, and, as the result of so many new retail dealers carrying this line, some of the smaller ones are now complaining a little at trade. Some makes of radios continue to be behind in deliveries, and there also is a delay in getting sufficient radio tubes.

In the building field, preparation for new work continues to be on a large scale, and the outlook here in this line for 1929 is favorable, particularly as to public work in large units. Collections have improved somewhat, the volume of returns being larger.

DETROIT.—Unseasonable weather conditions are hampering retail trade to some extent, although the large downtown stores report a good turnover thus far, with the expectations of increased demand as the season advances. Present indications point to a normal or slightly better holiday trade, as compared with that of last year. Stocks are full, but strictly seasonal merchandise might move faster. Jobbers and wholesale houses report customers buying somewhat more freely, but collections have not been so free as desirable.

In manufacturing circles, production has been somewhat retarded by approaching inventory operations, and working forces have been reduced to some extent. Up to this time, employment has been general, with some demand for help in certain lines. The general trade tone is optimistic, although conservative.

TWIN CITIES (St. Paul-Minneapolis).—The usual holiday quietness prevails in local manufacturing and jobbing circles. Salesmen are off their territories, and mail orders are being received in about the same proportion as they were at this time last year. Good shopping weather has prevailed, and retail Christmas trade is somewhat in excess of that of last year. Money came in a little better this week, and collections in general are considered satisfactory.

KANSAS CITY.—More seasonable weather recently has created quite an active demand for heavier clothing, groceries and holiday goods. Jobbers in these lines find business a little better than it was last December. Dealers in staples in hardware, dry goods and furnishings report that trade is slackening, with the holidays approaching and salesmen off the road. They express themselves, however, as generally satisfied with the business of recent months.

The lumber trade appears to have been improving gradually of late, and this month has been better than is usual for December. The coal business has been slow, likewise the flour trade. Livestock receipts were about on a par with those of the previous week; prices are well maintained.

Pacific States

SAN FRANCISCO.—Typically clear Winter weather, following copious rains, did much to stimulate seasonable business during the week. Although late in starting, the present holiday season is proving satisfactory to many, and indications are that the volume of business transacted at local stores will establish a new record. Both cash and instalment buying are showing up well, and numerous commitments are being made for the year.

In clothing, dry goods, shoes, jewelry, household furnishings, electrical and refrigerating apparatus, the volume of sales shows an improvement, and there also is considerable buying of luxuries, such as expensive phonographs, radios and automobiles. For the coming year, there is much new real estate development and building planned, also extensive boulevard and highway construction, which are expected to prevent any serious unemployment situation this season.

LOS ANGELES.—Current retail trade is devoted principally to Christmas merchandise and, while the wholesale volume was normal during the last week, there is indicated a little slackening, as compared with that of several previous weeks. Bank clearings are showing a large increase for the year, and this November is about 25 per cent over the November record of last year. Postal receipts are somewhat ahead of those of 1927.

Crude oil production is showing an increase, but the industry is remaining steady from a standpoint of demand and prices. Building permits for November were 2,501, with a total valuation of \$4,003,429. This is considerably below the November, 1927, record. Activity has been confined principally to apartment houses and dwellings; the office building construction seems to have about caught up with its program.

PORLAND.—Holiday trade is under full headway now, and is generally satisfactory, both in the volume of sales

and in the class of buying. Retail trade in other respects is showing activity. Jobbing business is fairly good in most lines, with indications of a steady movement during the remainder of the Winter.

Lumber production continues to decline and the sawing programs announced by most of the larger manufacturers indicate that the output through the Winter months will be the smallest for many years. As stocks of unsold lumber are much lower than they were a year ago, only a limited number of orders are being accepted that carry deferred shipment provisions, particularly as there are many indications that 1929 will be a better year than 1928 for the industry. The few soft spots that resulted from the temporary slump in demand in the Fall have disappeared entirely and prices are on a firm basis.

Pine manufacturers are in the best position they have been for several years, with stocks low and prices on a firm basis. The red cedar shingle market is easier, as the demand tapered off faster than production. Open market logging camps are preparing for the January shut-downs, but there is an ample supply of logs in the water with the exception of No. 1 fir.

There has been some increase in export wheat business with two cargoes sold to the United Kingdom for January loading, and the customary number of parcel sales. Apple prices are gradually advancing at country shipping points and as most of the low grade stocks was taken by canners, the prospect for the late Winter market is good, although prices still are much lower than they were a year ago. Livestock has been taken from the ranges in fair to good condition. Continued dry weather has made early feeding necessary. There is a good demand for cattle, ewe lambs and young ewes.

SEATTLE.—The volume of retail trade in general is bearing out earlier predictions of a good holiday shopping demand. It is expected that a new record will be made in the actual value of purchases. The volume of holiday shopping being done in electrical specialties is reported as satisfactory, appliances being particularly in demand. The seasonal slump, however, is apparent in the electrical jobbing trade. The year's total thus far has reached the peak value ever attained by the city in building construction.

Dominion of Canada

MONTREAL.—Some disturbance in the distribution of seasonal lines of merchandise was reported during the week, as a result of unusual weather conditions, but Christmas buying in the retail trades has been at its peak, and sales indicate that business will be in excess of that for the holiday season of the previous year.

Wholesale distribution is but moderately active. Dry goods jobbers are in receipt of fair-sized mail orders for sorting purposes. Groceries have been moving in normal quantities, with no special features, and no important developments are to be found in the industrial situation. Building trades are more than usually busy for this period of the year.

TORONTO.—The week before Christmas developed into one of the busiest ever recorded, despite the fact that the first few days were marred by an excessive rainfall. The sums spent on individual purchases of a luxury nature are considerable, and are not being confined to people of accredited wealth. Stationers and fancy goods dealers are all being well patronized, while hardware dealers report considerable increase in the demand for gift articles.

The majority of factories are well employed, and not a few are considering plans for expansion. Steel mills, and plants producing steel products, are maintaining full capacity. Lumbermen are curtailing their logging operations.

Record of Week's Failures

SOME improvement in the insolvency record is disclosed this week, failures in the United States numbering 491. That figure is moderately below the 502 defaults of last week, and shows a small decline from the 498 insolvencies a year ago. The betterment over the returns for this week of 1927 is in the East and on the Pacific Coast, particularly

in the latter section. A considerable rise appears in the South, but the total for the West is little changed.

Rising to 65, failures in Canada this week are slightly above the 61 defaults of last week, but are materially in excess of the 36 insolvencies a year ago.

SECTION	Week Dec. 20, 1928		Week Dec. 13, 1928		Week Dec. 6, 1928		Week Dec. 22, 1927	
	Over \$5,000 Total							
East	136	188	137	202	126	172	128	195
South	73	126	64	113	61	105	60	111
West	62	118	66	123	53	111	60	116
Pacific	23	59	37	64	27	60	37	76
U. S.	294	491	304	502	267	448	285	498
Canada	34	65	33	61	26	64	21	36

PAINT AND WALLPAPER TRADES

Owing to limitations of space, the following reports on the paint and wallpaper trades were omitted from last week's issue of DUN'S REVIEW:

CLEVELAND.—The demand for paint and varnish during the Fall and early Winter was well sustained, and averaged up favorably with that of a normal season. The automobile industry absorbed a good share of the output, while paints for industrial purposes were in good demand. Varnish and interior decoration materials kept up a steady movement. The general trend of the market was about even with that for the same season for the past two or three years. Prices have been steady.

Sales of wallpaper have been fairly brisk, and the demand was for a good medium grade, with some of the higher-priced patterns showing a fair movement. There is also a well-sustained average of prices in practically all lines of the wallpaper industry.

DETROIT.—There has been a good demand for these commodities here, due chiefly to the extensive building operations that have been in progress for some time. At present, however, trade is at a seasonal ebb. Demand has covered practically all grades of merchandise in paints, wallpaper, varnishes, etc., and prices are, on the whole, normal with supplies fully equal to the demand. Payments have not been as punctual as desired and accounts are carefully scrutinized by wholesalers and retailers. The general trade tone is satisfactory.

MILWAUKEE.—Conditions in the paint industry in this district have been very good this year, representative houses reporting that the production and sale of paints were slightly ahead of the 1927 record. Prices have been practically unchanged, and no advances or declines of consequence are anticipated. The introduction of new "quick-dry" products has developed new business, and this product has been meeting with a ready demand.

The outlook from the standpoint of demand appears to be excellent, and the outlook from the standpoint of supply and prices is normal. Labor is plentiful, there being but little unemployment in this line.

TWIN CITIES (Minneapolis-St. Paul).—Manufacturers and wholesalers of paint and wallpaper report the volume of sales for the last four months about on a par with the record of the corresponding months of last year. Purchases have not been very brisk, and dealers still are buying cautiously and in small amounts for immediate delivery. Stocks are low throughout the Northwest, and an improvement in demand is anticipated after the first of the coming year. Considerable new property is under construction, and quite extensive building projects are contemplated for the early months of the year. Prices have not changed recently, and are steady at present.

KANSAS CITY.—Paint manufacturers report that sales for the year to date are well in advance of those of last year. Jobbers report the same experience, and both state that the market is steady and that it is expected to continue that way. There was quite a price drop on September 1, and since then sales by dollars have decreased, but volume shows an increase. The wallpaper trade also shows a slightly better business for the year to date than it did for a similar period in 1927, and it is expected to continue so. In neither line does there appear to be any concern over the course of activities during the next few months.

ACTIVITY IN AUTOMOBILE TRADE

Both Production and Sales Continue Unusually Large—Few Price Reductions

THE following summary of conditions in the automobile industry was compiled from reports received from branch offices of R. G. DUN & Co.:

DETROIT.—Nearing the close of what is now certain to be the year of greatest production in the history of the industry, as well as the greatest built-in values, the overshadowing development of the second half of 1928 has been the large capital appropriations for plant expansion and the many new cars announced for 1929, all striving for maximum production on a scale never before attempted. In the lower-price field—four-cylinder cars—which cover 70 per cent. or more of the total production, the most important change made by the second largest producer, and the leader in 1927, was the substitution of a "six" for a four-cylinder automobile, without appreciably increasing the four-cylinder car price. This will have a tendency to intensify competition in both the lower-priced "fours" and "sixes."

During the present year, there will be produced, according to the latest data available, 4,500,000 new vehicles, compared with 4,298,802 in 1926, the previous record year, and 3,401,326 in 1927. Considerably more than 10 per cent. of the total will have gone into 130 foreign countries. Of the remaining 90 per cent., considerably more than half represents replacements; but there still is and will continue to be a large increase in newcomers. Year by year, the number of families having two or more cars is increasing, while farmers and business men are adding constantly to their motor equipment, and because of which the outlook for the industry in 1929 is good. Two volume producers of cars under \$700, including a new "six" and a "four," announce a production schedule for 1929 of 1,100,000 and 1,400,000, respectively, which will exceed 50 per cent. of the probable total for 1928.

The public's habit of deciding to wait until the new cars are out is the largest determining factor in the market just at present. Every year there is more or less talk about the lessening interest in the national automobile shows, but every year the figures contradict the feeling. Though some of the cars for next year will have been on the roads before they are seen at New York, Chicago and Detroit, there will be no lack of novelty and interest in the national exhibits. The much-discussed front-wheel-drive car will be on view, and there will be newcomers in the multi-cylinder class.

The larger "independent" makers and the secondary class of producers are "paddling their own canoes," fanning the perennial gossip about mergers in general. Most of those considered for key positions in the alleged mergers deny having given the matter serious thought. Since the Dodge Bros. Inc., was absorbed by "Chrysler" last Summer, negotiations were said to have been started to consolidate two leading manufacturers, but investigation has proved that investment bankers and not the manufacturers were responsible for the rumor.

The automobile parts and accessory business is at a record high level, bringing the greatest fourth quarter the industry has ever had. The year will close with new high records in both production and sales, according to the Motor and Accessory Manufacturers' Association. The underlying conditions in the tire industry show a distinct improvement over those for the first half of the year.

CHICAGO.—Sales of cars, both wholesale and retail, are ahead of the record of a year ago, except for the months of January, February and April. For the other months, substantial gains were made as the season advanced. While there have been some declines in October and November, sales still are well ahead of those of 1927 for the same months.

There has been an increase in the movement of used cars this year, and most dealers report that the sales have been made at a fair margin of profit. Sales on the deferred payment plan of both new and used cars averaged 45 per cent. of the total for the year. New models of popular and medium-priced cars are now being shown, and are exciting considerable interest.

CINCINNATI.—The year now closing has been generally satisfactory in the automobile industry, noticeably in the field handling popular-priced light cars. Introduction of many new models was a factor that created considerable public interest and contributed to a high level of activity. Distribution of higher-priced cars was less active, and, in many instances, there was no appreciable gain. The number of new cars listed for registration in the county clerk's office for the eleven months' period ending November 30, 1928, was 19,068, compared with 16,357 for the corresponding period of 1927. In the used-car division, there was a gain of approximately 7,350 in the number recorded, as compared with the total for the same month in the preceding year. December and January usually are slow months in this line, and current sales have slumped off, pending changes in designs that are to appear early in the coming year.

In the automobile supply trade, the division selling shop equipment, such as brake-lining machines and tire changers, has had a normal volume, while there was a recession of about 25 per cent. in the sales of accessories, including specialty items. Replacement parts, such as spark plugs and gaskets, were also among the active articles.

A general downward revision of prices, ranging from 2½ to 5 per cent. on first-grade tires and approximately 17 per cent. on second grade, has reduced profit margins, but unit sales have increased, partly overcoming subsequent losses. Retail stocks are low at this period, and, with readjustments accomplished, the outlook for Spring business is more encouraging.

TOLEDO.—Automobile manufacturers are closing their largest year, both as to production and sales. This has inspired them to prepare for even a bigger volume for 1929. In pleasure cars the peak of production was reached in May, running about 32,500 cars. The September production was approximately twice that of September of last year, and for the ten months of 1928, which has been completely tabulated, 294,661 cars were produced, as against 163,464 cars for the same ten months of 1927. Output of motor-trucks and commercial cars also has shown a very substantial gain for the year.

While competition has grown keener each month, as production has been catching up with the sales, prospects for next year, at least for the first half, continue to be good. New models of low-priced cars have just been introduced, and they are very attractive, both as to appearance and as to price, indicating a tendency to give to the buying public more for their money.

INDIANAPOLIS.—The volume of business in our two leading automobile manufacturing concerns for the current year has shown a decided increase, and one of the companies is making preparation to expand the business materially by the manufacture of a popular-priced car. There has been no change in prices and none contemplated. The future looks encouraging from every standpoint. The demand for used cars continues quite active, with prices fluctuating according to the supply, which is constantly augmented by the exchange for new cars.

In automobile accessory lines, the business outlook for the coming year is claimed to be decidedly favorable. The sales for the first half of 1928 did not come up to expectations, and did not equal those of the previous year, but were more than made up in the latter half of the year. There is a feeling that competition among the manufacturers will induce some elimination of equipment, which will prove to the advantage of the accessory houses and increase their business accordingly. With the radical changes in the body designs of automobiles and the tremendous publicity campaigns being carried on by manufacturers, there appears to be no reason why the industry in general should not be in better shape in the near future.

TWIN CITIES (St. Paul-Minneapolis).—The output of passenger automobiles for the last four months is approximately 10 per cent. below the record for the corresponding months of last year, while the volume of sales of commercial automobiles is reported about 10 per cent. higher than that of the same period in 1927. There is a heavy accumulation of used cars in this market, and sales have fallen off considerably during the last three months. Dealers do not

anticipate much improvement in demand within the next few months. While prices generally are lower than they were last year, they are steady at present, and not likely to vary much before Spring. The demand for automobile accessories and tires has remained quite steady during the year.

DENVER.—This is strictly a distributing center for automobiles in Colorado and several adjoining States. New passenger car sales this year, when compared with those of last year, show an increase of about 10 per cent. Prices have held about steady with those of the preceding year. There are a large number of used cars on the market, with a fair demand for good used cars. Sales of commercial cars this year show a satisfactory gain over those of last year. Automobile accessory sales this year compare fairly favorably with those of last year.

There is only one manufacturer of automobile tires and accessories here, but all other standard makes of tires are distributed throughout the Rocky Mountain region from this city. Sales of tires in this territory this year show a general increase of about 10 to 15 per cent. over those of last year, which is considered very satisfactory, in view of a decline of approximately 25 to 30 per cent. in prices during the year. Collections in these lines are reported fair.

OMAHA.—The year just coming to a close has been a record-breaking one for the number of passenger cars that have been sold in this territory. There also was a very healthy demand for trucks from the wheat-growing sections in the western part of the State. In other parts of the territory, the truck business was normal. Dealers are looking forward to the new models, some of which already have been announced and are on exhibition. One new six-cylinder car that was just shown here during the past week created immense interest. Dealers also believe that there will be price adjustments shortly, and further declines are expected. The demand for cars in this territory is very stable, and volume should continue to grow each year. The used-car market continues to be an irritating problem, and the supply is in excess of the demand.

Automobile accessory jobbers report a satisfactory year for 1928, most of them showing an increase in sales over the 1927 record. This has been partly accomplished by additional lines taken on, principally radios, which have given them an extra volume of business. More recently, there has been a strong demand for Winter merchandise, such as chains, heaters, alcohol, and glycerine. The tire business was satisfactory in 1928, with the exception of two branch houses that had an increase in units, but a slight decrease in dollar sales.

ST. LOUIS.—The two automobile manufacturing plants here with initial production, report about 10 per cent. increase in their output for the months of October and November, compared with that of last year, and the four assembling plants show considerable increase for the same months also. There have been no price changes of consequence recently, slight variations being made in two of the lines.

Manufacturers of parts, such as piston rings, pistons, and so on, report an increase in production over the record for the corresponding period of a year ago, with no price changes contemplated, but jobbers of supplies say business is only fair, and prices low, particularly on tires and tubes.

Distribution of motor cars by dealers in St. Louis and vicinity indicates a hopeful outlook for the Winter and Spring. Part of this activity is due to the fact that a dealers' organization is buying up and scrapping large numbers of badly-worn automobiles in their junk yard.

BALTIMORE.—During the year now drawing to a close, the automobile industry shows only moderate headway, when compared with the 1927 figures, and current trade is practically on a par with business at the corresponding period last year. Less business is transacted in December and January than during any other period of the year, and no marked activity is expected until after the automobile show next month. Competition among the dealers is keen, and the industry still is undergoing changes, this being especially noticeable in the case of the manufacturers.

The impression seems to prevail that factories at present are overproducing. Some months ago they were overbooked, but they are now said to have caught up with orders, al-

though they have not appreciably slackened operations. This policy is said to be forcing the distributor to merchandise his stock disadvantageously. The bane of the dealers is the used-car situation, one local distributor who handles a well-known make of cars reporting that nearly every third sale of a new car involves a trade-in. This explains also the congested condition of the used-car market, and what further intensifies the situation is the fact that most of the trade-ins become obsolete in a comparatively short time.

In the passenger-car field, the demand is largely for the cheaper and medium-priced cars, and the sales figures of the higher-priced machines are showing substantial decreases. Light commercial automobiles have not been selling as readily this year as in 1927, and this disappointment is believed due to the general business situation. Heavy-tonnage trucks also show some recession. Irregularity in the building industry is thought to be largely responsible for this decline. Most local automobile and truck dealers are believed to be overstocked at present. Attention at this time appears to be largely focussed on the new models, which have been offered recently in the light-car division.

The trade of houses which specialize in parts and general accessories has been impaired by the fact that new cars are now more completely equipped when they leave the factory, and this circumstance is restricting the business of such houses largely to a replacement basis. Tire dealers have had a good year, so far as the turnover is concerned, the increase ranging in some cases as high as 20 per cent. The removal of the restriction on exports of crude rubber from the Straits Settlements by the British Government on November 1 has since resulted in two price declines in tires and tubes, the total drop being about 15 per cent. Other price recessions earlier in the year lessened dealers' profits. Most wholesalers and dealers are well stocked at present. Gasoline sales for the current year have shattered all previous records.

While there have been some price drops since last Summer, especially in the passenger-car division, there have been no outstanding reductions. The general tendency latterly among the manufacturers has been to improve quality rather than to make any price concessions. Collections in all branches of the industry are classed as fair only, but repossessions are less numerous today than they were in the early Fall. Not much business is anticipated until the advent of 1929, and the January outlook is believed to be favorable. Prospects will be governed largely by the general business situation.

NORFOLK.—Local automobile distributors report business quiet, with sales running about 20 per cent. below those for the same period last year. This condition is due, in part, to a disposition on the part of prospective purchasers to await new models, but principally to conditions in the used-car market. Most dealers are overstocked with used cars, and are making substantial concessions in order to move them. A large assembling plant has added to its force recently, and is turning out 220 cars a day, with the expectation of increasing the number as the season advances.

Dealers in accessories are fairly busy, sales showing a slight increase over those for November, 1927; prices are steady. The tire market is on a better basis, although, on the whole, the season is not classed as satisfactory.

DALLAS.—More motor vehicle units have been registered in Dallas County since January 1 than in any other like period, exceeding even the banner year of 1926. During the first eleven months of this year, 12,442 units were registered, as compared with 9,165 in the same period in 1927, an increase of 27.1 per cent. During November there were registered 401 more units than in November, 1927. Reports from other points over the State indicate that the volume of sales, both in vehicles and all accessories, has been materially larger than it was last year. Some used-car dealers are overstocked, but the market, on the whole, is in fair condition, notwithstanding the decreased demand for second-hand cars since late Summer.

Prices have changed very little, although the amount of money involved per unit is greater, this being due mainly to many cars now coming equipped with extras, which formerly were at the option of the purchaser. The volume of sales in all allied lines, especially gasoline and lubricants, has increased steadily.

TIME MONEY SITUATION TIGHT

High Rates for Fixed Maturities Continue—
Call Loans Mainly at 7 Per Cent.

THE money market was a mixed affair this week, comparatively easy rates for call funds being offset by a stringent condition in time loans. On the Stock Exchange, 7 per cent. was the ruling rate for call money, although on some days business was done at 6 per cent. and at a slight concession from this figure in the wire trading. On Thursday, an advance to 8 per cent. occurred. Maturity accommodation was quoted at the highest levels for some time, but business was virtually nil, as bankers' offerings were extremely scant. Bid prices for short dates were 8½ to 8¾ per cent., sixty to ninety days at 7¾ per cent., and four to six months' funds at 7½ per cent.

Foreign exchanges were active and higher, a combination of buying for account of year-end settlements and withdrawals of European funds that had been placed in the local money market, making the turnover the heaviest in weeks and lifting some rates to a basis unmatched since last Summer. This was particularly true in the case of sterling, which rose to 4.85¼ for checks, a gain of close to ½c. over last week's final rate and 1c. above the year's lowest level, reached only a month ago. French francs soared to 3.91½c., unequaled since last July. Announcement that a ministerial conference had approved the plan of the Spanish Finance Minister to restore the gold standard raised pesetas ¾c. above the year's low point, to 16.30c.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Sterling, checks..	4.84½	4.84½	4.84½	4.85½	4.85½	4.85½
Sterling, cables..	4.85½	4.85½	4.85½	4.85½	4.85½	4.85½
Paris, checks....	3.90½	3.91½	3.91½	3.91½	3.91½	3.91½
Paris, cables....	3.90½	3.90½	3.91½	3.91½	3.91½	3.91½
Berlin, checks....	23.81½	23.81½	23.81½	23.82½	23.84½	23.83½
Berlin, cables....	23.82½	23.82½	23.83½	23.84½	23.85½	23.84½
Antwerp, checks..	13.90½	13.91½	13.91½	13.92½	13.92½	13.91½
Antwerp, cables..	13.90½	13.91½	13.91½	13.92½	13.92½	13.91½
Lire, checks....	5.23½	5.23½	5.23½	5.23½	5.23½	5.23½
Lire, cables....	5.23½	5.23½	5.23½	5.24½	5.24½	5.24½
Swiss, checks....	19.25½	19.26½	19.26½	19.27½	19.27½	19.27½
Swiss, cables....	19.26½	19.27	19.27	19.28½	19.28½	19.28½
Guilder, checks..	40.15	40.15	40.17	40.18	40.19	40.18
Guilder, cables..	40.17	40.17	40.19	40.20	40.20	40.19
Pesetas, checks...	16.24½	16.26½	16.27½	16.29½	16.29½	16.29½
Pesetas, cables...	16.25	16.27	16.28	16.30	16.30½	16.30½
Denmark, checks..	26.68½	26.68½	26.68½	26.70½	26.71	26.71
Denmark, cables..	26.69	26.69	26.71	26.72	26.72	26.72
Sweden, checks....	26.74	26.76½	26.78½	26.78½	26.78½	26.78
Sweden, cables....	26.74½	26.77	26.79	26.79½	26.79	26.79
Norway, checks....	26.66½	26.66½	26.67½	26.68½	26.69	26.68
Norway, cables....	26.67	26.68	26.69	26.70	26.69	26.68
Greece, checks....	1.29½	1.29½	1.29	1.29	1.29	1.29
Greece, cables....	1.29½	1.29½	1.29	1.29½	1.29½	1.29½
Portugal, checks..	4.36	4.36	4.36	4.36	4.36	4.36
Portugal, cables..	4.38	4.37	4.37	4.37	4.37	4.37
Montreal, demand..	99.75	99.78	99.78	99.76	99.76	99.76
Argentina, demand..	42.10	42.13	42.10	42.10	42.10	42.10
Brazil, demand....	11.91	11.90	11.90	11.89	11.85	11.85
Chile, demand....	12.05	12.05	12.05	12.05	12.06	12.06
Uruguay, demand..	102.68	102.68	102.68	102.62	102.62	102.62

Money Conditions Elsewhere

Boston.—The local call rate is 7 per cent. Time money is 6 to 6½ per cent. Commercial paper is 5½ to 5¾ per cent. The reserve rate of the Federal Reserve Bank of Boston fell during the week from 71.3 to 69.9 per cent. The total reserves decreased less than \$1,000,000. The deposits show little change, but the circulation liability increased over \$5,000,000. Bills discounted increased about \$6,000,000, but bills bought in the open market decreased about \$3,000,000.

St. Louis.—The local money market remains firm, with only moderate fluctuations reported by the Federal Reserve bank and but slight, if any, change noted in the interest rates. Commercial paper is quoted at 5½ to 5¾ per cent., while customers' and collateral loans are 5½ to 6 per cent.

Atlanta.—The demand for money continues fair. Commercial rates average 6 to 7 per cent.

Chicago.—Money was steady this week, with commercial paper ranging from 5½ to 5¾ per cent. Over-the-counter and customers' loans on collateral were fairly steady at 5½ to 6 per cent., with the bulk of the loans at the higher rate. Brokerage loans on collateral were 6 to 7 per cent.

Cleveland.—Easier conditions featured the money markets during the past week, and no striking change was reported in loan rates. The local Federal Reserve bank reported an increase of \$13,000,000 in loans on stocks and bonds, and a \$30,000,000 increase in borrowings from the Reserve banks, with a corresponding gain in holdings of discounted bills, and a slight gain in Federal Reserve note circulation. Debits to individual accounts mounted to \$40,000,000 over

those of the previous week, putting this item over \$100,000,000 ahead of the record for the corresponding week of a year ago.

Cincinnati.—Firm conditions still prevail in the money market, with supplies adequate for usual industrial requirements. Commercial rates are unchanged at rates ranging from 6 to 6½ per cent. Quotations to brokers, in most instances, average around 7 per cent.

Twin Cities (St. Paul-Minneapolis).—Money continues firm on the local market, with ample funds available. Commercial paper is 5½ to 5¾ per cent. Industrial and commercial loans still are quoted at 5½ to 6 per cent. The Federal Reserve Bank of Minneapolis in its last weekly report quoted an increase in deposits of \$2,874,000 and an increase in bills discounted of \$2,720,000. Total reserves increased \$557,000.

Kansas City.—The Federal Reserve statement showed a further slight decrease in discounts. Commercial banks report that demand is fairly active. Savings deposits appear to be well maintained, in face of the usual holiday withdrawals.

Bank Clearings Notably Large

BANK clearings continue materially in excess of those of preceding years, the total this week at all leading cities in the United States being \$13,377,716,000, an increase of 16.2 per cent. over that for the corresponding week of last year. At New York, clearings this week were \$9,101,000,000 and were larger than those for last year by 18.2 per cent., while leading outside centers report a total of \$4,276,716,000, which is 12.2 per cent. more than that of a year ago. There are again substantial gains at most of these points, only one city of the twenty-two included showing a loss. The increases are marked at Boston, Philadelphia, Pittsburgh, Buffalo, Chicago, Detroit, Cleveland, St. Louis, Minneapolis, Atlanta, Louisville, Dallas and Los Angeles.

	Week Dec. 22, 1928	Week Dec. 22, 1927	Per Cent. Dec. 23, 1926
Boston	\$615,000,000	\$521,000,000	+15.0 \$49,000,000
Philadelphia	118,000,000	100,000,000	+20.0 61,000,000
Baltimore	109,000,000	108,230,000	+0.8 111,429,000
Pittsburgh	200,419,000	188,844,000	+9.3 201,864,000
Buffalo	65,914,000	53,914,000	+22.3 53,034,000
Chicago	757,762,000	705,249,000	+7.4 670,663,000
Detroit	238,207,000	195,351,000	+21.9 179,275,000
Cleveland	166,846,000	133,680,000	+24.8 124,789,000
Cincinnati	82,371,000	81,311,000	+1.3 78,418,000
St. Louis	168,400,000	156,600,000	+7.5 153,300,000
Kansas City	146,500,000	143,100,000	+2.4 158,300,000
Omaha	43,634,000	40,292,000	+8.3 37,802,000
Minneapolis	94,730,000	81,593,000	+16.1 78,463,000
Richmond	53,882,000	53,567,000	+0.6 56,330,000
Atlanta	66,602,000	60,668,000	+9.8 65,853,000
Louisville	45,414,000	38,362,000	+18.4 37,899,000
New Orleans	59,667,000	74,909,000	-20.3 59,472,000
Dallas	64,065,000	57,004,000	+12.4 50,688,000
San Francisco	238,100,000	232,600,000	+2.4 181,390,000
Los Angeles	243,029,000	198,840,000	+22.2 182,234,000
Portland	41,262,000	39,572,000	+4.3 36,076,000
Seattle	51,861,000	51,679,000	+0.4 43,437,000
Total	\$4,276,716,000	\$3,810,367,000	+12.2 \$3,728,646,000
New York.....	9,101,000,000	7,698,000,000	+18.2 6,102,000,000
Total All.....	\$13,377,716,000	\$11,508,367,000	+16.2 \$9,830,646,000
Average daily:			
Dec. to date	\$2,351,858,000	\$1,841,805,000	+27.7 \$1,500,851,000
November	1,132,540,000	1,832,873,000	+16.4 1,537,024,000
October	1,997,990,000	1,734,527,000	+15.2 1,548,214,000
Third Quarter	1,711,442,000	1,587,555,000	+7.8 1,435,963,000
Second Quarter	1,992,471,000	1,626,269,000	+22.5 1,542,924,000
First Quarter	1,863,162,000	1,654,409,000	+12.6 1,657,622,000

Failures by Federal Reserve Districts

IN addition to classifying commercial failures by branches of business, and giving other detailed data, R. G. DUN & CO. tabulates these defaults according to Federal Reserve Districts. Such a compilation for November shows a decreased number of insolvencies in seven of the twelve districts, these being the Fourth, Fifth, Sixth, Ninth, Tenth, Eleventh and Twelfth Districts. Similarly, the identical seven districts reported smaller liabilities, while a reduction also occurred in the First District. On the other hand, the indebtedness rose rather sharply in the Second, Seventh and Eighth Districts, and were moderately higher in the Third District. The Seventh and Eighth Districts comprise the Chicago and St. Louis area.

November Districts:	Number 1928	Number 1927	Liabilities 1928 1927
First	207	185	\$3,379,330 \$5,509,818
Second	418	350	9,818,465 8,367,871
Third	97	72	1,793,428 1,486,840
Fourth	134	147	2,613,625 3,449,315
Fifth	104	137	4,850,607 2,553,698
Sixth	69	99	1,549,585 1,204,572
Seventh	235	210	5,624,820 3,182,548
Eighth	125	93	5,740,158 3,476,584
Ninth	55	68	710,546 1,153,335
Tenth	99	113	1,279,717 2,193,935
Eleventh	33	68	756,043 818,200
Twelfth	262	322	2,485,111 2,667,857
Total	1,838	1,864	\$40,601,435 \$36,146,573

REPORTS ON COLLECTIONS

Boston.—Payments in this market still are slow, though they show a slight improvement over the condition prevailing last week. In the tire trade, collections are slower than at this time last year, and in New England are poorer than in most sections of the country.

Providence.—Collections slowed up a bit during the current week.

Hartford.—As a corollary of the pick-up in retail trade, collections showed a slight improvement this week.

Buffalo.—For this time of the year, collections are fair, comparing favorably with the showing of one year ago.

Philadelphia.—General mercantile collections average slow, being particularly backward in the drug trade.

Pittsburgh.—Collections continue slow, taken as a whole.

St. Louis.—Collections generally are fairly satisfactory, but they are not better than fair in the coal-mining regions. In the South, however, where cotton and rice have been marketed they are good, and are fairly good in grain-growing sections.

Baltimore.—Collections are slow to good, with reports of fair predominating. Of the 28 houses interviewed regarding collection conditions for the week, 9 stated that conditions were good, 16 fair and 3 slow.

Louisville.—Local collections are about normal, with prospects of money coming in a little more easily in the next two or three weeks.

Memphis.—There has been an improvement in collections, which are better than anticipated.

Columbus, Ga.—There has been a betterment in collections, following in the wake of the cooler weather and the increase in retail sales, as a result of holiday demand.

Dallas.—Although collections were slower this week, due to the holiday season, they are better generally than they were at this time in 1927.

Jacksonville.—Local collections are not better than fair.

New Orleans.—Local collections are showing the usual preholiday slowness, but for the year, as a whole, they are classed as fair.

Chicago.—Collections for the week are reported to have fallen off from the average of the past several weeks, but are referred to as seasonably fair.

Cincinnati.—Local mercantile collections continue generally slow, the inclination being to defer payments until after the first of the year.

Cleveland.—Considerable irregularity marks the state of mercantile collections, staple lines of trade being the most satisfactory. In other lines, reports of slowness predominate.

Kansas City.—On the whole, collection were fairly good this week.

Detroit.—Collections have not been so free as desired.

Twin Cities (St. Paul-Minneapolis).—In general, collections were satisfactory this week.

Omaha.—In general, local collections are reported as slow.

Toledo.—Local collections have improved somewhat, the volume of returns being larger than for several weeks.

Oklahoma City.—General collections are somewhat slow, and in a few quarters are sluggish.

Denver.—Reports received during the week show that collections continue slow to fair, with no immediate improvement looked for, due to the current business situation.

San Francisco.—There has been an improvement in collections, which are appreciably better than they were a few weeks ago.

Seattle.—With retailers collections are fair to good, while with wholesale and instalment houses they are good.

Toronto.—For this season of the year, payments are considered normal.

Seattle Paint Trade Improved

SEATTLE.—The volume of business done by local paint houses during the last half of the current year more than made up for any slump shown in the first six months. In fact, the last half year's business has been of sufficient volume, in most instances, to create an increase of 5 to 10 per cent. in the aggregate over the 1927 record.

The level of prices is about the same as it was a year ago. Interior work is now going ahead in good volume, outside work being about closed for the season. Prospects for the first quarter indicate a continuation of the present volume of business. The trade is reasonably optimistic regarding the outlook for the first half of the new year.

The wallpaper trade of the city has continued to show an improvement over that of the previous year, with a greater swing to paper for mural decoration than ever before.

HIGH STEEL OUTPUT CONTINUES

Pittsburgh Reports Average Rate of Close to 80 Per Cent.—Scrap Stronger

AVERAGE output of crude and finished steel has been running close to 80 per cent. in the Pittsburgh and Valley districts, current shipments for some descriptions catching up and backlog becoming less. Over the remainder of the month, operating schedules are likely to show a further recession, though there is a good accumulation of tonnages in tin plate, rails and pipe, and a quickening in buying is anticipated in other lines for the coming year. Sheet statistics for November show up quite favorably, excepting that actual shipments were 89.9 per cent., against production of 104.8 per cent. Total sales for the month were 101.1 per cent. of capacity, and unfilled orders of 565,739 tons increased from 525,161 tons at the close of October. Unfilled tonnages represent seven weeks' operating capacity.

The quotation of \$2 and \$2.10, base mill, by an Eastern producer of bars, shapes and plates, at an advance of \$2 per ton, strengthens these descriptions and a revival of the \$2, Pittsburgh, minimum is expected, though \$1.90, Pittsburgh, has been quoted on attractive business. With wire goods revised upward, most finished steel products are approximately \$2 per ton higher than they were a year ago. Semi-finished steel is firmer, and in some instances \$35 is named on billets and sheet bars, against \$34, heretofore regarded as the maximum. Renewed interest in scrap has developed with the higher quotations, and dealers have been bidding up prices, heavy melting steel now being around \$17.50, Pittsburgh delivery, for actual mill sales, it being commented that higher bids are more or less speculative. Furnace coke is regularly at \$2.75, Connellsville oven, for spot tonnages. Pig iron has not been overly active at Pittsburgh and Valley points, but quotations are fairly steady.

Other Iron and Steel Markets

Buffalo.—Steel mills are showing the usual falling-off in orders as is common at this season of the year, but they are looking ahead with confidence for the year 1929. There is no break in prices; on the contrary, they are being held firm without the prospect of a decline. Pig iron is in moderate demand and that for near requirements only.

Chicago.—New business is seasonally slow, but specifications against old contracts are abnormally heavy for mid-December. Specifications against contracts were above shipments for the larger Western mills. Freight-car builders have stepped up their demands. New buying of soft steel bars in the local area likewise was ahead of shipments. Western roads were reported ready to place two orders involving about 65,000 tons of steel rails. Track fastening awards for the district amounted to about 20,000 tons, while those for tank steel accounted for between 5,000 and 6,000 tons. Award of an 18,500 ton structural steel project was expected at the end of the week. Other Western awards involved 2,850 tons, with new inquiry totaling 1,600 tons. Prices were steady at midweek, with pig iron at \$20; rail steel bars, \$1.95; soft steel bars, \$2 to \$2.10, and shapes and plates, \$2 to \$2.10.

Cleveland.—The record made in the iron and steel business during October caused a stiffening in prices of some commodities, including rolled strip, tin plate, and sheets. During November and the early part of December, however, there was a gradual easing-off. Pig iron is fairly active, and the automotive industry has absorbed about its normal supply.

Toronto.—Steel mills and plants producing steel products are maintaining full activity, while locomotives and general railroad requirements loom large as important factors for the future prosperity of these enterprises.

Business Conditions at Knoxville

KNOXVILLE.—Commercial activities are showing a better sentiment, although a continuance of irregularities is shown in some lines. Unemployment is on the decrease, and building operations show recent gains. Cold weather has promoted the sale at retail of Winter merchandise, and there has been a further increase in holiday purchasing. Collections continue slow.

HIDE MARKETS NORMALLY QUIET

Year-End Influences Affect Demand, but Statistical Position Reflects Strength

DOMESTIC packer hides have been slow, yet former activity cleared holdings, and packers' position is statistically sound. Offerings are at steady prices, but tanners are more concerned with inventory-taking and other year-end matters than in making further purchases of hides.

Country hides are weaker than packers. Tanners are not particularly interested, and attention is only stimulated by attractive prices named by holders. Sales have been reported in Chicago and Middle West points at declines.

In foreign markets, fair to good-sized trading developed in River Plate frigoríficos at surprisingly steady prices, Argentine steers selling at an equivalent of 24c., c. & f. sight credit basis, and some cows sold at 23½c. Common varieties of Latin-American dry hides have been dull, with a stand-off between buyers and sellers. In consequence, stocks have accumulated a trifle, but receipts are too small to result in any real piling up of supplies.

Calfskins in the West are easier, and trading is slower in New York. Packers have not sold for a long period. Nominally, 29c. has been talked right along on November-December holdings, but buyers have considered this too high. New York city's last sold at \$2.45, \$2.87½ and \$3.70, respectively, for the three weights, and 5 to 7's bring good prices, being adaptable for special leather purposes.

Leather Trade Undertone Better

THREE has been a generally better undertone in sole leather. Business in New York has been restricted by slowness in plants producing women's high-grade turn shoes, but demand in most sections of the country has increased. However, the holidays are close at hand, and some lessening in volume is to be expected until after the turn of the year.

In offal, the recent stiffening in prices seems to be maintained. Chief firmness has existed in double oak rough shoulders, which brought 54c. for a regular welding run, according to big concerns. Late sales of union trim steer hide single shoulders have been bringing up to 42c. Big tanners are talking up to as high as 48c. for a regular run of good scoured oak shoulders that were recently quoted at this level for No. 1 and at 45c. for No. 2 selection.

Trading in upper leather in New York is mostly waiting. Brooklyn shoe manufacturers of women's high-grade turns need more orders, but some of the concerns are commencing to experience a better business. Reptiles, particularly water snake, have a full share of the cutting. Patent leather is used very sparingly in New York, but Western and New England manufacturers of medium and lower-grade shoes are cutting patent in increasing quantities.

Record Leather Exports Indicated

A GOVERNMENT report states that another record year for exporting of American leathers is expected when totals for 1928 are all in, as indications are that sales will be much larger than during 1927. Foreign consumers have shown an increased interest in leather produced in the United States, and have generally been making larger purchases. United States tanners have also become more and more interested in expanding their foreign sales, and carefully-planned sales campaigns have, for the most part, proved very successful. Foreign competition has become keener, owing to increased production in practically all of the tanning countries, which leaves larger surpluses available for export. Many countries producing little or no leather before the war now have an annual output almost sufficient for their home requirements, so that American tanners have had to find many new markets since 1919. That they have been successful in doing so is shown by the fact that in 1913 American leather was sold direct to only slightly more than seventy countries, whereas during last year these shipments went direct to ninety-seven countries. Present indications are that more than one hundred countries will have purchased leather direct from the United States in 1928.

Total exports of leather from the United States in the first nine months of 1927 were valued at \$37,893,310, and increased in the corresponding period this year to \$41,718,565, according to preliminary figures.

Fall River print cloth sales were light last week, and print cloths, as a whole, sold below the ratio of production. Next week, many print cloth mills will close on Monday until after the holiday.

LARGE DRY GOODS DISTRIBUTION

**Retail Holiday Business has Been Very Active
—Primary Markets Seasonably Quiet**

HOILDAY business in retail stores has been unusually broad and active, many reports indicating larger purchases of useful gifts, particularly in packaged lines. Although primary markets have been generally quiet, there has been a repetition of many small orders for immediate shipment and for immediate cutting-up purposes. Prices have softened in some finished cotton goods where competition for business has been sharp. Similar reports come from the silk trade, where a few lines of goods have been offered at concessions, to reduce inventories.

Production continues generally full, compared with that of three months ago; in some cottons and silks, caution still is shown in turning out products in advance of actual orders. Carded yarn production is on higher levels than many mills have reached since the early Spring. In wool goods, output is as large as at any time this year, and there are many substantial orders for Spring.

Keen interest is shown in new textile mergers that are extending in the retail and manufacturing divisions, the more recent development being the consummation of mergers to embrace retailers and manufacturers of clothing for men and women. A merger combining twenty-two department stores in cities from the Atlantic to the Pacific was most favorably regarded in financial circles, where the initial offering of stock was quickly absorbed.

In consequence of the heavy retail distribution, there has been a further spread of confidence among merchants concerning the probable purchasing power of consumers for the Spring trade.

Competition Weakens Textile Prices

PRESSURE to secure business on some lines of towels, printed wash fabrics and blankets led to concessions that appeared to have more market influence than the usual pre-inventory sales expected at this period of the year. Print cloths were sold for delivery in the first quarter of the year on a basis of 7¾c. for 38½-in. 64x60s, but a slight strengthening in the raw material market resulted in the restoration of the basis of 7¾c. Flannels for the cutting trade in fancy weaves have sold well, and a few of the blanket houses have booked fair-sized orders. On the eve of the holidays, buying for immediate delivery lessened, and gray goods markets were particularly quiet.

Announcement was made that two of the larger mills manufacturing broadcloths and cheviots for ladies' coatings had sold their Spring production and withdrawn further offerings. Other sales were made at the advances announced a week ago. Fine worsted dress goods and blue overcoatings were sold for spot delivery, while some further business was placed on higher-grade overcoatings for delivery next year. New sample lines of Fall suiting show many fancies in blues and grays. The trade is not expecting to open the Fall season before the middle of January, at the earliest.

Raw silk markets were generally steady, and a fair amount of business was placed. Pure silk goods are being bought and featured as an offset to consumer aversion to weighted silks. Printed crepes of all kinds lead in Spring sales.

The wholesale trade has been buying more knit underwear for Spring, and also many of the fancy lines. Considerable business is believed to be held back, pending the showing of new lines in January. Pressure to advance prices at the mill end is increasing, owing to the substantial rise in production costs. Full-fashioned hosiery, silk and rayon, continues to lead the demand.

Cotton Supply and Movement.—From the opening of the crop year on August 1 to December 14, according to statistics compiled by *The Financial Chronicle*, 9,892,058 bales of cotton came into sight, against 9,369,697 bales last year. Takings by Northern spinners for the crop year to December 14 were 564,585 bales, compared with 673,366 bales last year. Last week's exports to Great Britain and the Continent were 257,297 bales, against 163,582 bales last year. From the opening of the crop season on August 1 to December 14, such exports were 4,131,564 bales, against 3,515,566 bales during the corresponding period of last year.

Carpet and rug production in the finer qualities of soft-finished materials continues relatively large, while the output of the lower-priced lines is not so great.

STOCK PRICES AGAIN IRREGULAR

Some Groups Advance, but Contrasts Appear
—Trading in Lessened Volume

THE stock market has been highly irregular during the week. Business on the New York Stock Exchange fell off sharply, the turnover on Monday and Tuesday being nearer the 2,000,000-share level than it has on any full trading day in many weeks. There was a revival of speculative activity on Wednesday and Thursday, which cheered the brokerage community. The market, besides shaking off its lethargy on Wednesday, developed some strength, for the first time since the recent sharp break. All of the leaders joined in the advance, the gains on that day ranging from 2 to 10 points. The rising group included Kennecott Copper, United States Steel, Allied Chemical, American International, Radio, General Motors and Wright Aero. The market had a firm opening on Thursday, but quickly turned downward as further liquidation got under way. On Friday, however, trading began with a strong tone, with price gains in a number of leading issues. Among these, Steel common was prominent, being up a full point.

The daily average closing quotations of sixty railroad, ten industrial and five traction and gas stocks are appended:

	Last Year	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
R. R.	108.84	111.89	111.58	112.00	112.61	112.71	113.63
Ind.	171.48	184.18	182.48	183.15	185.02	186.67	186.45
G. & T.	129.28	152.25	152.23	152.78	153.28	153.58	153.28

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Dec. 21, 1928	Stocks— This Week	Shares— Last Year	Bonds— This Week	Last Year
Saturday	1,298,400	1,602,400	\$4,675,000	\$7,639,000
Monday	2,231,100	2,878,500	8,985,000	10,810,000
Tuesday	2,273,430	2,965,300	7,853,000	12,908,000
Wednesday	3,401,240	2,950,400	8,683,000	13,383,000
Thursday	3,812,520	2,591,800	7,405,000	11,857,000
Friday	3,457,400	2,241,000	7,984,000	8,823,000
Total	16,464,000	15,229,400	\$44,685,000	\$65,420,000

*Based on 1:15 P. M. prices.

Milwaukee Trade Situation Favorable

MILWAUKEE.—The general industrial situation in this city and district is favorable, and, on the whole, if anything, shows an improvement. The slack in some industries, or seasonal, temporary shutdown with others, is more than made up by increased demand elsewhere. Leading in the industrial activity at present are the metal trades, particularly automobile accessories and auxiliary lines. This industry is well supported by activity in farm machinery, particularly tractors, machine tools, building equipment and machinery, as well as heavy equipment apparatus.

Building operations are holding up pretty well, although not quite up to the record of a year ago. There are, however, excellent prospects of an early increase in industrial building. Shoe manufacturers and textile factories report that business is fair, with some notable exceptions. Hosiery manufacturers are having a good run of business. The food-stuffs trade is good, jobbing in staple merchandise articles is fair, and retail business is in the midst of the rush of Christmas buying. While mild weather is interfering with the moving of Winter merchandise, a volume of business fully up to that of last year is being recorded by the large stores, department stores, downtown specialty shops and dealers in radios. Some complaint of lack of demand is being heard among the neighborhood stores. The little surplus of labor reported is chiefly among the common-labor class. Outlook for the future is considered good.

Improvement in Shoe Trade Indicated.—Reports from New England are to the effect that sales of men's shoes to retailers and wholesalers show a fair to better volume, with black and sport models in a particularly good position. The latter are reported to be very popular, and indications point to a good season. Colors for street wear continue slow. Trade in women's shoes is moderate to fairly good, and it is expected that orders for these will show a pronounced increase after the turn of the year. Similar advices emanate from other sections. Light shades are expected to go for Spring, but this cannot be fully counted on, as yet. Some of the Brooklyn manufacturers of women's high-grade turns have taken orders, and it is hoped that this means more general activity to come.

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COTTON PRICE CHANGES SMALL

Slight Net Advance as Trading Falls Off Prior to Christmas Holidays

SOME large operations developed in cotton this week, but trading fell off with the closer approach of the holidays. Such a phase invariably appears around Christmas, and only small net price changes occurred this week. The net alterations in quotations on futures averaged only about 10 points up to Thursday's closing, this indecisive trend being toward higher levels. There was some big buying on Tuesday, most of it coming through houses with extensive wire connections, and purchases by mills continue to be something of a feature. The large exports made an impression and had a bullish influence, while the betterment in the textile field also had a constructive effect. The sharp competition in that quarter, with narrow profit margins, is not being overlooked, but the volume of business is gaining and reports of the holiday turnover are distinctly encouraging. There seems to be a more deep-seated conviction among merchants now that consumption of goods will hold up well, and confidence has increased. Here and there, some slight yielding of prices has been observed, but nothing resembling a general decline has taken place. At 20½c. on Thursday, the local spot quotation was exactly 1c. per pound above that of a year ago; at New Orleans, where a price of 19.31c. was named on Thursday, the difference in comparison with the level on the same date of 1927 was a little more than 1c. The large exports on Tuesday were shown in a total of more than 80,500 bales; since the current crop opened on August 1, last, shipments from this country have been about 740,000 bales above those for the corresponding period of the immediately preceding season.

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
December	20.20	20.34	20.39	20.29	20.33	20.23
January	20.07	20.23	20.26	20.16	20.15	19.98
March	20.10	20.25	20.30	20.20	20.18	20.02
May	20.08	20.19	20.24	20.16	20.15	20.01
July	19.73	19.83	19.88	19.84	19.81	19.58

SPOT COTTON PRICES

	Fri.	Sat.	Mon.	Tues.	Wed.	Thurs.
Dec. 14	19.42	19.30	19.40	19.31	19.31	19.31
Dec. 15	20.50	20.35	20.50	20.55	20.45	20.50
Dec. 16	19.52	19.39	19.51	19.55	19.45	19.43
Dec. 17	19.70	19.55	19.65	19.70	19.60	19.60
Dec. 18	18.75	18.60	18.75	18.80	19.00	18.70
Dec. 19	19.50	19.38	19.50	19.56	19.44	19.44
Dec. 20	19.25	19.13	19.25	19.31	18.70	19.19
Dec. 21	19.60	19.45	19.60	19.65	19.19	19.50
Dec. 22	18.78	18.62	18.75	18.75	18.90	18.75
Dec. 23	19.00	19.00	19.00	19.00	18.75	19.00
Dec. 24	19.00	18.80	18.95	19.00	18.60	18.85

Very Large Cotton Ginnings

THE Census Bureau announced this week that cotton of this year's growth ginned prior to December 1 totaled 12,561,618 bales, counting round bales as half bales.

Ginning returns to December 1 by States compare as follows with the figures for November 14, 1928, and with December 1, 1927:

State	Dec. 1 1928	Nov. 14 1928	Dec. 1 1927
Alabama	1,024,492	940,513	1,155,794
Arizona	95,566	76,440	61,294
Arkansas	1,020,401	882,437	855,993
California	123,245	100,698	60,226
Florida	19,611	18,678	17,075
Georgia	970,799	891,362	1,083,371
Louisiana	64,104	626,657	525,521
Mississippi	1,347,236	1,211,964	1,280,620
Missouri	94,610	70,919	78,787
New Mexico	57,335	44,330	57,408
North Carolina	740,165	615,902	787,359
Oklahoma	949,962	832,971	867,736
South Carolina	682,099	605,987	700,991
Tennessee	329,575	271,706	300,423
Texas	4,402,693	4,098,349	3,882,446
Virginia	36,624	29,023	23,562
All Other States	3,101	2,366	4,200

The Census Bureau's report of cotton ginned to December 1 compares as follows with preceding dates in this and other seasons and with the final result, counting round bales as half bales (000 omitted):

Date	1928-29	1927-28	1926-27	1925-28
Aug. 16		457	182	579
Sept. 1	956	1,540	696	1,886
Sept. 16	2,498	3,505	2,509	4,282
Oct. 1	4,961	5,945	5,643	7,126
Oct. 17	8,147	8,118	8,727	9,518
Nov. 1	10,160	9,920	11,253	11,207
Nov. 14	11,320	10,894	12,956	13,632
Dec. 1	12,561	11,742	14,644	13,870
Final		17,869	16,122	13,639

GRAINS SHOW FIRM UNDERTONE

Government's Report Brings Brisk Upturn in Wheat and Rye—Corn and Oats Firm

EXCEPT for a bad break in December wheat on Tuesday, Chicago grain markets moved within a narrow range during the early trading which preceded the publication of the government crop report. This showed a decrease of 8.6 per cent. in Winter wheat acreage and of 15.5 per cent. in rye acreage sown, compared with the acreage of last year. This brought a brisk upturn on Wednesday.

Wheat was up ¾c. to 1c. for the various deliveries in the session which followed the government report, and held within narrow ranges later. The sale of 154,000 bushels to milling interests from Chicago and Wisconsin points, and the reports that Russia would soon be buying India wheat helped along the rally and brought about short covering by bear traders.

Corn and oats moved within narrow limits, showing a draggy tone in the early trading and firming later in sympathy with other grains. Rye showed gains of 1¼c. to 1¾c. at the close Wednesday, but eased off.

The United States visible supply of grains for the week, in bushels, was: Wheat, 136,288,000, up 1,187,000; corn, 13,073,000, up 3,403,000; oats, 12,534,000, up 271,000; rye, 5,966,000, up 437,000; and barley, 8,819,000, off 166,000.

Daily closing quotations of wheat options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Dec.	1.16	1.16	1.14 ½	1.15 ½	1.15 ½	1.15 ½
March	1.18 ½	1.18 ½	1.18 ½	1.19 ½	1.18 ½	1.19
May	1.21 ½	1.21 ½	1.20 ½	1.21 ½	1.21 ½	1.21 ½

Daily closing quotations of corn options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Dec.	83 ¾	84	83 ¾	83 ¾	82 ¾	84 ¾
March	87 ¾	87 ¾	87 ½	87 ¾	86 ¾	84 ¾
May	90 ¾	90 ¾	90 ¾	90 ¾	90 ¾	90 ¾

Daily closing quotations of oats options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Dec.	45 ½	48 ½	47 ¾	47 ¾	47 ½	47 ½
March	48	48	47 ¾	47 ¾	47 ¾	47 ¾
May	48 ¾	48 ½	48 ¾	48 ¾	48	48 ¾

Daily closing quotations of rye options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Dec.	1.01	1.00 ½	1.00 ½	1.01 ½	1.00 ½	1.01 ½
March	1.04 ½	1.03 ½	1.03 ½	1.04 ½	1.04 ½	1.04 ½
May	1.06 ½	1.06 ½	1.05 ½	1.07	1.06 ½	1.07

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat		Flour		Corn	
	Western Receipts	Atlantic Exports	Western Receipts	Atlantic Exports	Western Receipts	Atlantic Exports
Friday	1,269,000	769,000	14,000	1,853,000	—	—
Saturday	1,383,000	962,000	3,000	2,224,000	21,000	—
Sunday	1,681,000	158,000	46,000	1,843,000	361,000	—
Tuesday	1,352,000	546,000	18,000	1,540,000	56,000	—
Wednesday	1,261,000	502,000	12,000	1,211,000	218,000	—
Thursday	916,000	521,000	4,000	917,000	105,000	—
Total	7,848,000	3,458,000	97,000	9,588,000	744,000	—
Last year	4,765,000	3,187,000	150,000	8,949,000	154,000	—

Higher Index of Agricultural Exports

THE index of United States agricultural exports for the month of October, 1928, showed remarkable improvement, amounting to 201, or the highest for any month since October, 1924, according to the Department of Agriculture. Fruits and vegetables made noticeable gains even for this season of the year, with an index of 831, exceeding the index for November, 1926, the previous high monthly record, by 235.

Remarkable gains in the exports of fresh and dried apples, prunes and raisins were the principal factors contributing to the increase. Another outstanding feature was the heavy exports of leaf tobacco, with an index of 270, and with two exceptions, August, 1916, and June, 1919, the highest on record. The bulk of these exports was bright flue-cured.

Cotton registered a seasonal advance, with an index of 175, which was better than for October of last year, but under the index for the same month in 1926. The index for wheat was under that of October, 1927 and dairy products less than for any corresponding month since 1914.

Bacon and hams continued to decline, with an index of only 35, a new low record, which was more than offset by the heavier exports of lard.

Portland Grocery Trade Gains

PORLAND.—Conditions in the grocery business are better than they were a year ago. The financial position of many retailers has improved, and the wholesalers, by consolidations and arrangements with chain stores, have their business better organized than in former years. The total turnover this season has exceeded that of last season. The improvement in country buying has been particularly noticeable. A feature of the trade this year has been the better class of goods going into consumption. Holiday business, which has been under way for some time, has shown a gain over that of last year. While buyers are showing little or no disposition to speculate, there has been considerable buying of futures, owing to the firmer position of several leading lines, such as canned goods, where there are shortages, as compared with the record of last season. On the whole, the trade looks for a continuance of active business during the Winter months.

Denver Paint and Wallpaper Trade

DENVER.—This is a manufacturing and distributing center for paint and a distributing point for wallpaper. The distribution is confined principally to the Western States. Sales this year, according to those engaged in the lines,

just about equal those of last year. Prices have held fairly steady during the year, and no material change is expected during the next few months. The outlook for these trades in this district is considered satisfactory. Collections are slow to fair.

Progress in Rayon Industry

ALTHOUGH rayon production has increased in this country nearly 20 per cent. during the last year, or in excess of 15,000,000 pounds, the consumption has more than kept pace with it, and many of the large producers have orders on their books carrying well into the second quarter of next year. No change in prices is contemplated for the first quarter of the year, and announcement to this effect has stimulated considerable purchasing for use in the cotton and knit goods industries.

Knitters continue to use rayon more largely than any other division of the trade, the underwear and hosiery production of rayon constantly increasing. Silk hosiery continues in use in large volume, but full-fashioned lines of rayon hosiery or other synthetic fiber content are gaining steadily, and are finding favor with consumers.

Outside of the silk field, some of the most attractive textures now on the market are the new lines of printed celanese and printed rayon crepes. They are having a large sale throughout the country, and are being exhibited under the direction of the Rayon Institute in many department stores. Fabric finishers have made rapid strides in the last year in handling the fine grades of synthetic fiber products. There is a very large use of rayon in draperies and bedspreads.

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New Blanket Season Opened

MANUFACTURERS of cotton and part-wool blankets whose lines were opened for the Fall season of 1929 last week offered better qualities at concessions of about 7 per cent. from prices a year ago. With wool and cotton rising, price concessions had not been generally anticipated, as flannel lines were opened for the new season at advances averaging ½c. a yard.

The manufacturers have agreed that in future all seconds, irregulars, etc., will be labelled "Imperfect" on every blanket, so that there will be no deception in the matter of selling goods at what seem to be concessions made by leading mills. It was also decided that steps will be taken to decrease the number of odd sizes in blankets and cut down the number of many of the substandard constructions that are sold originally to meet a price for the buyer, but oftentimes appear in sales channels at retail as first qualities. As the action to simplify and standardize the product was taken so late this year, it was impossible to eliminate all of the substandard lines, but the manufacturers agreed to meet with the standardization board of the Department of Commerce during the coming year and arrive at an understanding concerning the kinds of goods to be offered in future.

Production of part-wool goods has expanded greatly in the last two years, and there is certain to be sharp competition for business between some of the larger Southern plants, as well as between some of the Eastern concerns making high standards of both cotton and wool lines.

Linen manufacturers are turning out many novelties in colored yarn weaves, in all lines from handkerchiefs to dress materials.

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